

Title:	Why do I need a Gassing Conditioner	ID:	
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Q:

I do not think it makes sense to require a Gassing Conditioner upgrade for every Storex that uses the CO2 port. It is a nice option to offer a customer, but I believe that 90% of our customers will choose not to use it, and they will not want to pay extra for it. I thought this was the reason for having separate part numbers for the CO2 and GC options.

Can you please process this order with only the CO2 option but not the GC option?

A:

The IC does need the gassing requirement. The reason why it has a separate part number are

- If you have two gassing options (like CO2 and O2) the gassing conditioner is needed only once
- On a DC or DR you need no gassing conditioner since they have dry air

Please let me know if you need more information...

Q:

Apparently I still do not fully understand what the Gassing Conditioner does. It still seems to me that we are forcing customers to pay for an extra component that would actively monitor and regulate the flow of CO2 into the incubator, even though that is not a feature that customers have asked for and probably would not be willing to pay for.

None of our cell-feeding workstations have ever included such a feature, and no customer has ever asked for it as far as I know. Typically they make manual adjustments with the valve by trial-and-error when the incubator is first installed, then come back and check it every few months. Active monitoring and regulation of the CO2 level might be a nice

upgrade feature, but I don't think it should be a requirement for cell biologists who just want a simple CO2 port.

A:

The gassing sensors of the StoreX are located outside the climate chamber. The advantages of this are

- High quality sensors can be used because they do not have to withstand the aggressive climate inside the climate chamber
- All sensors that work under standard atmosphere can be used can be used

There is only a small number of sensors that withstand the aggressive climate inside the chamber. For example these CO2 sensors: They give very inaccurate readings since they not only measure CO2 but also humidity and temperature. Finally they have very high drift over time.

The gassing conditioner converts the aggressive climate of the chamber into normal room climate. If you would use the CO2 sensor on an IC without the gassing conditioner your sensor will fill up with water originating from condensation within hours.

As we have seen over the last 2-3 years the StoreX gassing control is by far the best for speed, accuracy and stability. This is vital since - by definition and unlike normal incubators - the StoreX has to cope with frequent accesses. Since the StoreX is a high end unit we believe we owe the user an adequately high quality gassing control. . Hope you agree..